



GXT Green, Inc. "Where Economics meets Ecology"

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My name is Michael Vanin and I am the COO for a locally founded Advanced Materials Company (GXT Green, Inc.). We are a proud member of the Massachusetts Innovation Ecosystem. We have won multiple awards and have been recognized for bringing viable solutions to some of the world's most complex environmental issues.

With me today is our President and CEO, Manas Chatterjee and Board Member and a Boston based business leader Tom Reilly. Tom is a Board Member of several organizations, including the Melanoma Foundation of New England. He is a Trustee at Regis College, Corporate Council Member at The Astra Zeneca Hope Lodge, An American Cancer Society Facility in Boston, and a Member of the Advisory Council of Jesuits USA, Northeast Province.

On behalf of our entire organization, let me express how appreciative we are for the opportunity to weigh in on the proposal before the City Council and the people of Boston. Finding solutions to replace single use plastic bags and replace them with something more environmentally responsible is one of our most important initiatives.

GXT Green's mission revolves around 4 key principals when we bring products and services to market. The solution must:

- Be sustainable
- Solve a critical problem
- Perform as well or better (vs. the product it replaces)
- Competitively priced (vs. the product it replaces)

I am here this afternoon to introduce the GXT green "plastic replacement technology and material". We offer this as consideration by the City Council because it is a viable solution to plastic bag pollution.

Our advanced material can be used in any current manufacturer and without any changes to their existing manufacturing lines, they can make ECOgrade bags. This is one reason why GXT Green won Business of the Year by the Massachusetts Chamber of Commerce for our innovation- which saves and potentially creates jobs.

These bags solve the litter issue by photodegrading if littered, aerobically composting in a commercial composting facility or anaerobically absorbed in a landfill.

I realize that the Council is not in the business of endorsing a product from a particular company. However, I do believe it is the business of the Council to understand the benefits offered by our material.

So I urge members to consider our solution because it steers effective behavioral change through economics and legislation rather than just thru legislation alone. This dual approach is most effective as it does not financially burden or inconvenience the citizens of Boston, or its businesses but instead ensures success in the goal we both pursue: reducing plastic bag pollution.

Bags made from our material are competitively priced vs. plastic bags, are 60 to 300% cheaper than paper, can be recycled, produce fewer greenhouse gases and do not involve cutting down trees or



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adding more plastic to the waste stream. They breakdown to a harmless and commonly used mineral salt and anaerobically and/or aerobically compost.

The 5¢ fee per bag proposal will be a burden on many residents, who will consider this is a regressive tax. Our solution ensures that the community is not taxed while at the same time ensures success in reducing plastic bag pollution.

Studies have found that cities and towns that have banned bags in favor of reusables have seen nearly 60% of these reusable bags winding up in their waste streams. They are not used the planned 100 times required for these bags to have a smaller carbon footprint than plastic, instead these heavier plastic bags are being used as single use bags, thereby increasing plastic in the waste stream.

GXT Green has over 4 billion ECOgrade bags in circulation worldwide, including in U.S. supermarkets and in stores such as Roche Bros (including their Downtown Crossing location). Some international cities have allowed the ECOgrade bags where plastic is banned (for example New Delhi, India), other communities have deferred action pending more research (for example: Saco Maine and Oak Bluffs on Martha's Vineyard).

We are here today because we appreciate how important this decision is before the City Council and the residents of Boston. In order to make an informed decision rather than an expeditious one, we ask that the councilors defer the vote on the current proposal until they can thoroughly vet new and viable solutions such as the ECOgrade bag.

I expect that when you do vet this issue, you will likely include language that permits bags made from materials such as ours because it is good for the environment, good for the consumer and good for Boston businesses because they :

1. Solve the litter issue by photodegrading if littered, aerobically composting in a commercial facility or anaerobically absorbed in a landfill.
2. Reduce greenhouse gases as compared to plastic and paper bags
3. Are stronger than the plastic bags they replace
4. At a price that not injurious to Boston Businesses

Thank you for your attention.

Michael Vanin



Boston

Delhi

Taiwan

Where Economics meets Ecology

End the debate over what is the most responsible "solution"

Each year tons of discarded plastic end up as litter in the environment. This trash can take up to 400 years to decompose, they often break into pieces (aka "microplastics"), and may leach toxic chemicals into soils, lakes, rivers, and oceans. Paper bags are not much better for the environment, as their manufacture requires four times as much energy, generates 70% more air pollutants, and creates 50 times more water pollutants than plastic bags. Companies are always looking for cost effective ways to be better citizens, and further sustainability. GXT ECOgrade™ low impact degradable bags are that solution.

GXT ECOgrade® Degradable Products

Consumers' decisions are becoming increasingly influenced by the impact of a company's products. ECOgrade degradable products provide a responsible and an easy answer to plastic pollution while offering a menu of choices that meet local priorities. This includes photo, compostable, bio, anaerobic degradation, and bags with reusable, renewable, or post-consumer materials.



ECOgrade® Features and Benefits

- Easy and high visibility green initiative to implement
- Priced competitively compared to plastic products it replaces
- Perform as well as the plastic product it replaces
- Use less energy and less water than plastic in the manufacturing process
- Produce less greenhouse gas in pre-production as well as at disposal
- Manufactured in the U.S.A. and throughout the world
- Putting people back to work or at a minimum are preserving jobs

Demonstrate Environmental Leadership with GXT Green

GXT Green has a full menu of products from degradable containers, grocery and trash bags, as well as agricultural "mulch". All of our products are sustainable, solve critical needs, are priced competitively, and perform as well as the products they replace. Call us to learn more about how our award winning products can cost effectively integrate into your sustainability initiatives.

GXT ECOgrade® Awards and Acknowledgments



GXT Green develops and markets sustainable products and supporting services that effectively solve the everyday environmental concerns of communities, corporations, and governments.

These include solutions which reduce the environmental impact of plastic products, EPS foam packaging, and Greenhouse gas emissions.

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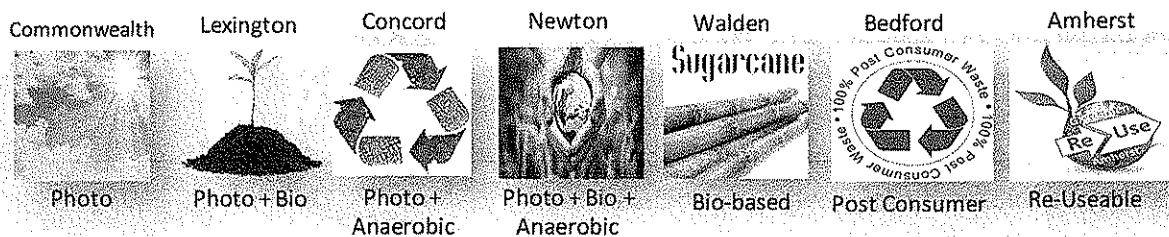
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Cost-Effective Green Marketing Messages Create a Business Advantage

- Finally, a viable alternative to plastic with a solution that meets the needs of retailers and consumers, along with local and global communities
- ECOgrade is a breakthrough product made from a new material, Calcium Olefinic Glucosate (COG). ECOgrade bags are priced competitively, provide excellent performance, and are made from sustainable materials
- Easy to implement, a simple solution to complex environmental challenges
- Save money without sacrificing performance or convenience
- A visible positive message to customers - every time they visit your establishment or use your product
- Aligns your business sustainability with the priorities of your communities
- As strong, yet priced competitively to plastic products it replaces
- Offered with a menu of options to meet local environmental requirements:



GXT Green and ECOgrade win multiple awards, year after year:

- **International Consultancy of the Year 2011 Finalist**
 - Business Green Leaders Award International
- **Product of the Year 2012**
 - MassTLC Award for ECOgrade bags
- **Innovation of the Year 2013 Finalist**
 - SBANE for ECOgrade bags
- **Product of the Year and Most Innovative Product of the Year 2013**
 - Best in Biz Silver Awards International for ECOgrade bags
- **Business of the Year 2013**
 - Massachusetts Chamber of Commerce
- **Product of the Year 2013**
 - Boston Business Journal/Mass High Tech All Star Competition for ECOgrade bags
- **Responsible Business Awards/Sustainability Commercialized International 2014 Finalist**
 - Ethical Corporation for ECOgrade bags and GXT Green
- **Best Small Business - Technology and Innovation 2015**
 - ZipRecruiter Business Awards
- **Edison Award Nominee (2016)**
 - "Honoring the Most Innovative New Products and Services in the world"
- **NewCo Host Company (2016)**
 - "Changing Boston and the World".